

### **REMARKS**

Claims 35-36 and 38-39 remain pending in this application, with claims 35 and 38 being the independent claims. Claims 1-34, 37, and 40 were previously canceled. Claims 35 and 38 have been amended. No new matter has been added. The amendments and remarks are believed to be fully responsive to the Non-Final Office Action mailed August 6, 2010 and to render the claims at issue patentably distinct over the cited references and in condition for allowance. Reexamination and reconsideration in view of the foregoing Amendments and following remarks is respectfully solicited.

I. **Provisional Obviousness-type Double patenting Rejection**

In the Non-Final Office Action of August 6, 2010, the Examiner provisionally rejected pending claims 35, 36, 38, and 39 on the ground of non-statutory obviousness-type double patenting as being unpatentable over claims 1-9 of copending Application No. 12/203,004 and over claims 1-29 of copending Application No. 12/080,070.

Regarding both 12/203004 and 12/080070, the provisional obviousness-type double patenting rejection is acknowledged. Without discussing the merits of the rejection, it is understood that both 12/203004 and 12/080070 were filed after the present application. Thus, it is also understood that if the obviousness-type double patenting rejection is the only rejection remaining in the present application (being the earlier-filed application), the Examiner will withdraw the rejection and permit the present application to issue as a patent without a terminal disclaimer. See M.P.E.P. § 804.

II. Rejection Under 35 U.S.C. 112, first paragraph (Office Action, ¶6)

A. New matter

The Examiner contends the following claim language in the April 9, 2010 Amendment is new matter. Applicants traverse as follows:

- (i) Claim 35: “totaling 100 percent by weight from saponified jojoba oil”.

Without conceding the propriety of the rejection, Applicants have deleted this language from claim 35.

- (ii) Claim 38: “at least 18 carbons”.

Support for “at least 18 carbons” may be found on p. 7, line 21, in the sentence: “The cosmetics and other applications of the prior art have not heretofore utilized the substantivity inherent in Hydrolysates of naturally derived materials containing high unsaponifiables or long chain esters (greater than 18 carbons in length).”

Additional support may be found in original claim 11 (now canceled) which recited: “A composition for topical application comprising alkali salts of fatty acids, glycerine, and at least 6 weight percent unsaponifiable materials, wherein the composition has a pH greater than 7 and the substantivity is greater than a like composition omitting the at least 6 weight percent unsaponifiable materials, said unsaponifiable materials being at least 18 carbons in length.”

Thus, the originally filed application included support for the claim language and thus no new matter was introduced in the April 9, 2010 amendment.

B. Allegedly Fails to comply with written description

The Examiner alleges that the present specification fails to provide guidance or describe neutralizing gelling agent using the claimed composition, and that the examples therein “do not teach the claimed method for preparing topical composition using the claimed steps and

ingredients. No guidance is provided regarding using the claimed composition to neutralize gelling agent, rather applicants used trade names products.” (Office Action, pp. 5-6, ¶7).

Applicants traverse.

In Applicants’ Specification on p. 8, lines 4-20, it is provided:

“[M]oreover, many of these compositions require the use of gelling or thickening agents. Typically these thickening agents are provided, prior to inclusion in the formulation, in an acidic aqueous solution. Gelling or thickening occurs when the pH of the solution (formulation) is neutralized to around a pH of 5.5-7.0, the gel viscosity being controlled by the pH.

The most commonly used neutralizers are: AMP (2-amino-2-methyl-1-propanol), AMPD (Aminomethyl propanediol, TIPA (Triisopropyl amine), DMS (Dimethyl Stearamine), DMHTA (Dimethyl hydrogenated tallow amine), TEA (Triethanolamine), NaOH (Sodium Hydroxide), KOH (Potassium Hydroxide), DEPA (Diethylpropylamine), DIPA (Diisopropanolamine), with the most common being TEA. However, health issues are being raised about many of the basic components. For example, TEA is being investigated as a potential cancer agent. The National Cancer Institute nominated TEA for study because of its prominent use in cosmetics and other consumer products, and its potential conversion into the carcinogen N-nitrosodienthanolamine. At this time, the conclusions of the dermal studies are undecided. However, dosed rats and mice had varying degrees of acanthosis (a thickening of the

prickle cell layer of the epidermis) and inflammation, ulceration and epidermal erosion at the site of skin application.

Therefore, there is a need for compositions that can neutralize gelling solutions without known attendant health risks.”

On p. 10, lines 3-5, it is provided: “the composition according the present invention provides a neutralizing agent for acidic gelling solutions....”

On p. 15, lines 16-21, it is provided: “It has been found that by providing aqueous alkali metal hydroxides, a basic solution, one having a high pH, may be produced. It is this high pH solution that is suitable for neutralizing (thickening) acidic gelling agents. It is understood by one of ordinary skill in the arts that the exact amount of high pH Hydrolysates, according to the present invention, needed to neutralize the acidic gelling agents depends upon the pH of the Hydrolysates and the amount, composition and pH of the gelling agents.”

The Examiner’s repeated reference in the Office Action (Office Action, ¶7) to alleged deficiencies of Applicants’ examples is not well-considered. The examples include “Hydrolyzed Jojoba esters” and “[t]he jojoba hydrolysate [in the examples] was prepared according to the method disclosed in this invention.” (Applicants’ Specification, p. 18, lines 9-10). The method of preparing the neutralizing high pH hydrolysates is specifically described beginning on page 16, line 3 followed by the specific “example uses found for the Hydrolysates.” (Applicants’ Specification, p. 17, lines 4-5). It is these example uses referred to by the Examiner, yet the description of the high pH hydrolysates that neutralize the acidic gelling agent (the Acrylates/C10-C30 Alkyl Acrylate Crosspolymer (see Applicants’ Specification, p. 15, lines 22-29 for identification of preferred acidic gelling agents) in the example uses is described in a preceding paragraph. Notably, Applicants’ examples do not



include any of the neutralizers that are identified in Applicants' Specification on p. 8, lines 4-20, and above. Thus, Applicants' high pH hydrolysates meet the "need for compositions that can neutralize gelling solutions [in a topical formulation] without known attendant health risks." Based on the foregoing, as Applicants' Specification adequately describes neutralizing the gelling agent using the claimed composition to convey to one skilled in the relevant art that the inventor(s) at the time the application was filed, had possession of the claimed invention, the 35 U.S.C. 112, first paragraph rejection of claims 35, 36, 38, and 39 based on failure to comply with the written description requirement should be withdrawn.

III. Rejection Under 35 U.S.C. 112, second paragraph

Claims 35, 36, 38, and 39 were rejected under 35 U.S.C. 112, second paragraph as indefinite with the Examiner contending "[t]he claims are confusing regarding the gelling agent as it is not clear to the examiner if neutralizing a gelling agent is part of the claimed method or is it the use of the claimed composition." Applicants submit that the claims are sufficiently definite, in that as previously discussed, use of the claimed composition neutralizes the acidic gelling agent in the topical formulation (the examples in Applicants' Specification) that is part of the claimed method, thereby addressing the need for compositions [in topical formulations] that can neutralize acidic gelling solutions without known attendant health risks. Applicants have also amended claims 35 and 38 to recite that the topical formulation comprises the composition and the acidic gelling agent. Applicants submit that this amendment makes the rejected claims more definite such that the 35 U.S.C. 112, second paragraph rejection should be withdrawn.

IV. Rejection Under 35 U.S.C. 103(a)

Claims 35, 36, 38, and 39 were rejected under 35 U.S.C. 103 as allegedly being unpatentable over FR 2471775, published June 26, 1981 by Koulbanis et al. (hereinafter “FR 2471775A”) “as evident by O’Connor et al., or as evident by Daugherty et al. and in view of U.S. Patent No. 6,280,746 issued on August 28, 2001 to Arquette et al. (hereinafter “Arquette”). This rejection is respectfully traversed.

Amended independent claim 35 is directed to a method for preparing a topical formulation. The method comprises the steps of obtaining a composition comprising alkali salts of jojoba fatty acids and non-polar unsaponifiables that are produced as tandem reaction products from saponification of jojoba oil. The jojoba oil comprises at least 6 weight percent non-polar unsaponifiables prior to saponification. An acidic gelling agent in said topical formulation is neutralized with an effective amount of said composition. The topical formulation comprises the composition and the acidic gelling agent.

Previously presented independent claim 38 is directed to a method for preparing a topical formulation. The method comprises obtaining a composition comprising a mixture of alkali salts of jojoba fatty acids present in an amount of about 55 percent by weight of the composition and long carbon chain unsaponifiable material present in an amount of about 45 percent by weight of the composition. The long carbon chain unsaponifiable material is obtained from saponified jojoba oil. The saponified jojoba oil comprises at least 6 weight percent long carbon chain unsaponifiable material prior to saponification. The long carbon chain unsaponifiable material comprises at least 18 carbons in length. An acidic gelling agent

in a topical formulation is neutralized with an effective amount of the composition. The topical formulation comprises the composition and the acidic gelling agent.

FR 2471775A does not teach the use of tandem reaction products from saponification of jojoba oil. Support for this claim language may be found at p. 14, lines 6-15 of Applicants' Specification, and thus is not new matter. In fact, FR 2471775 specifically describes a cosmetic oil that contains a mixture of at least two vegetable oils and at least one previously extracted non-saponifiable fraction. Moreover, the previously extracted non-saponifiable fractions that are subsequently added to the cosmetic oil do not include non-saponifiable fractions of jojoba oil. (Non-saponifiable fractions are limited to non-saponifiable fractions of soybean and avocado oils only). Furthermore, FR 2471775A does not describe the use of polar hydrophilic salts at all, let alone use of polar hydrophilic salts as a tandem reaction product of saponification of jojoba oil, as required by claims 35 and 38. FR 2471775A does not disclose mixing the polar hydrophilic salts, which are the result of the hydrolysis, and the non-polar unsaponifiables that are originally in the jojoba oil. What FR 2471775A teaches is the opposite -- separation (*i.e.*, extraction) of the unsaponifiables from the salts and addition of the separated unsaponifiables to other organic material. At most, FR 2471775 teaches that the separated unsaponifiable portion may contain a fraction of saponifiable materials, but FR 2471775 does not teach that the separated unsaponifiable portion would contain any of the polar salts (which it would not since separation utilizes the non-polar nature of the unsaponifiables and would exclude the polar salts).

FR 2471775A has also been relied upon as a reference in rejecting Applicants' claims in related applications. For example, Applicants' U.S. Patent No. 7435424 (Application Serial No. 09/478071) was examined and allowed over Koulbanis, U.S.

Patent No. 4324802 which claims priority to FR application no. 79 30956 (FR 2471775A), the same art relied upon in the present application. The present application is a continuation-in-part of U.S. Patent No. 7435424. FR 2471775A itself was also relied upon in originally rejecting Application Serial No. 09/478071, but that rejection was subsequently withdrawn. That notwithstanding, in the Statement of the Reasons for Allowance of Application Serial No. 09/478071, the Examiner noted that:

“The prior art of record [including Koulbanis, U.S. Patent No. 4324802 and FR 2471775A by extension] fails to suggest the composition as now limited to Jojoba oil combined non-polar unsaponifiables with polar salts, both fractions derived from jojoba oil. The references of record use jojoba oil, but not the recombined fractions of the saponified jojoba oil ....”

As the recombined fractions of the saponified jojoba oil are claimed in Applicants' present claims (*e.g.*, a method for preparing a topical formulation, said method comprising the steps of: obtaining a composition comprising alkali salts of jojoba fatty acids and non-polar unsaponifiables that are produced from tandem reaction products of saponification of jojoba oil...), FR 2471775A, either taken alone or in combination with Arquette (as Arquette does not supply this deficiency) “as evident” by O'Connor or Daugherty cannot render Applicants' amended claims obvious.

Therefore, regardless of whether Arquette describes saponification, which Applicants maintain it does not as previously argued in their April 9, 2010 Amendment and below, the combination of FR 2471775 and Arquette is inappropriate as neither of these references describe using the recombined fractions of saponified oil, jojoba oil or otherwise. Thus, it is

irrelevant whether or not the article by O'Connor or the article by Daugherty evidence that jojoba oil contains both saponifiable and non-saponifiable fractions or the natural percentage of fatty acid to fatty alcohol present in natural jojoba oil, such evidence not conceded by Applicants.

Moreover, Applicants maintain their argument that Arquette describes base-catalyzed alcoholysis and interesterification and not saponification. The Examiner argues in response that Arquette "teaches hydrolysis of jojoba oil using metal alkali in col. 3, lines 58-60" and "cosmetic composition comprising jojoba oil ester from [sic] the trade name Floraesters-15, 20, 30, 60 70, which applicant used in their examples instead of using the claimed composition. Trade name products should have the same fractions of saponified and unsaponified." (Office Action, p. 15). Regarding the first argument, that Arquette "teaches hydrolysis of jojoba oil using metal alkali", col. 3, lines 58-60 inclusive (cited by the Examiner) provides:

The compositions comprising fatty alcohols, isopropyl esters and jojoba wax esters (jojoba oil) may be obtained by the base catalyzed alcoholysis reaction between jojoba oil 55 and an alkyl alcohol. In the alcoholysis reaction, examples of the base catalyst materials include, but are not limited to metal alkoxides and especially alkali metal alkoxides, inorganic hydroxides, especially alkali metal hydroxides, and the like such as NaOCH<sub>3</sub> sodium methoxide, NaOCH<sub>2</sub>CH<sub>3</sub> 60 sodium ethoxide (potassium, calcium and lithium counterparts), KOH & NaOH (e.g., anhydrous alkali metal hydroxides in alcohol solution, with the alcohol of the solution being the alcohol used in the reaction).

This paragraph simply refers to the first step of Arquette's two-step procedure in which jojoba oil is subjected to a base-catalyzed alcoholysis reaction followed by the interesterification step (See Arquette, Col. 4, lines 53-61). This procedure should be contrasted

with the procedure described on p. 16, lines 3-16 of Applicants' Specification used to prepare hydrolyzed jojoba wax esters wherein the jojoba oil is not reacted with an alkyl alcohol (or interesterified).

Regarding the second argument, Applicants note that Floraesters 15, 20, 30, 60 and 70 refer to jojoba esters whereas the Floraesters K-20W Jojoba referred to in the examples in the present application refer to hydrolyzed jojoba esters and water (See also, the last page of the attached brochure entitled "FLORAESTERS®").

In addition, with respect to the claimed step of neutralizing the acidic gelling agent in said topical formulation with an effective amount of said composition, each of the fluid emulsions (milks) of lotions and consistent emulsions (creams) described in FR 2471775A (Example 3-Cleansing Milk and Example 4-Body Milk) and the compositions described in Examples 1 and 2 of Arquette contain triethanolamine, a known neutralizer as noted by Applicants in the Specification and above. In the present application, as claimed, the acidic gelling agent in the topical formulation prepared by Applicants' claimed method is neutralized with an effective amount of the composition itself and not an additional neutralizer such as triethanolamine.

Therefore, Applicants maintain that their amended independent claim 35 and previously presented claim 38 are patentably distinguishable from FR 2471775A "as evident by O'Connor" or "as evident by Daugherty" in view of Arquette. Claims 36 and 39 depend from these independent claims and therefore also are not obvious. The 35 U.S.C. 103 rejection of claims 35, 36, 38 and 39 should therefore be withdrawn.

CONCLUSION

Based on the foregoing, amended independent claims 35 and 38 are patentable over the citations of record. The dependent claims are also deemed patentable for the reasons given above with respect to the independent claims. Hence, Applicants respectfully submit that the present application is in condition for allowance, and such allowance is therefore earnestly requested. Should the Examiner have any questions or wish to further discuss this application, Applicants request that the Examiner contact the Applicants' attorneys at the below-listed telephone number.

If for some reason Applicants have not requested a sufficient extension and/or have not paid a sufficient fee for this response and/or for the extension necessary to prevent abandonment on this application, please consider this as a request for an extension for the required time period and/or authorization to charge Deposit Account No. 50-2091 for any fee which may be due.

Respectfully submitted,  
INGRASSIA FISHER & LORENZ, P.C.

Dated: November 4, 2010

By: /JANINE RICKMAN NOVATT/  
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Customer No. 77037

# FLORAESTERS®

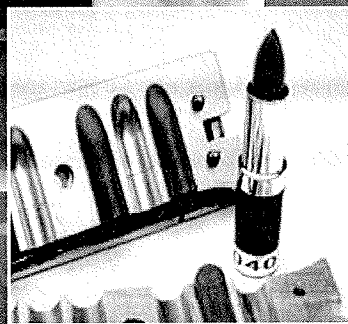
*botanical*



*stable*



*functional*



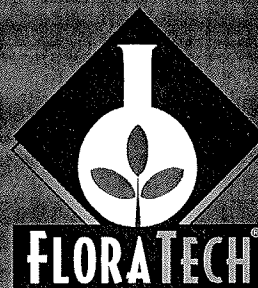
## Substantiated Claims

FLORAESTERS reduce:

Dryness, Roughness, Flakiness, Peri-ocular Fine Line Wrinkles

FLORAESTERS increase Skin Firmness

FLORAESTERS are Oil-Free

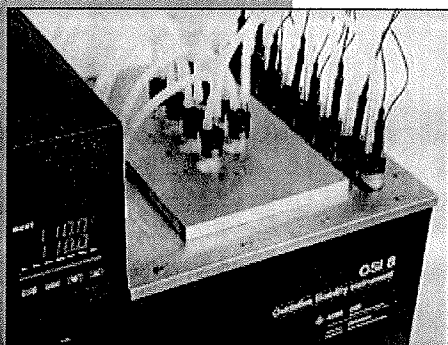




# FLORAESTERS® botanical



**Jojoba**  
(*Simmondsia chinensis*)



## FLORAESTERS are stable:

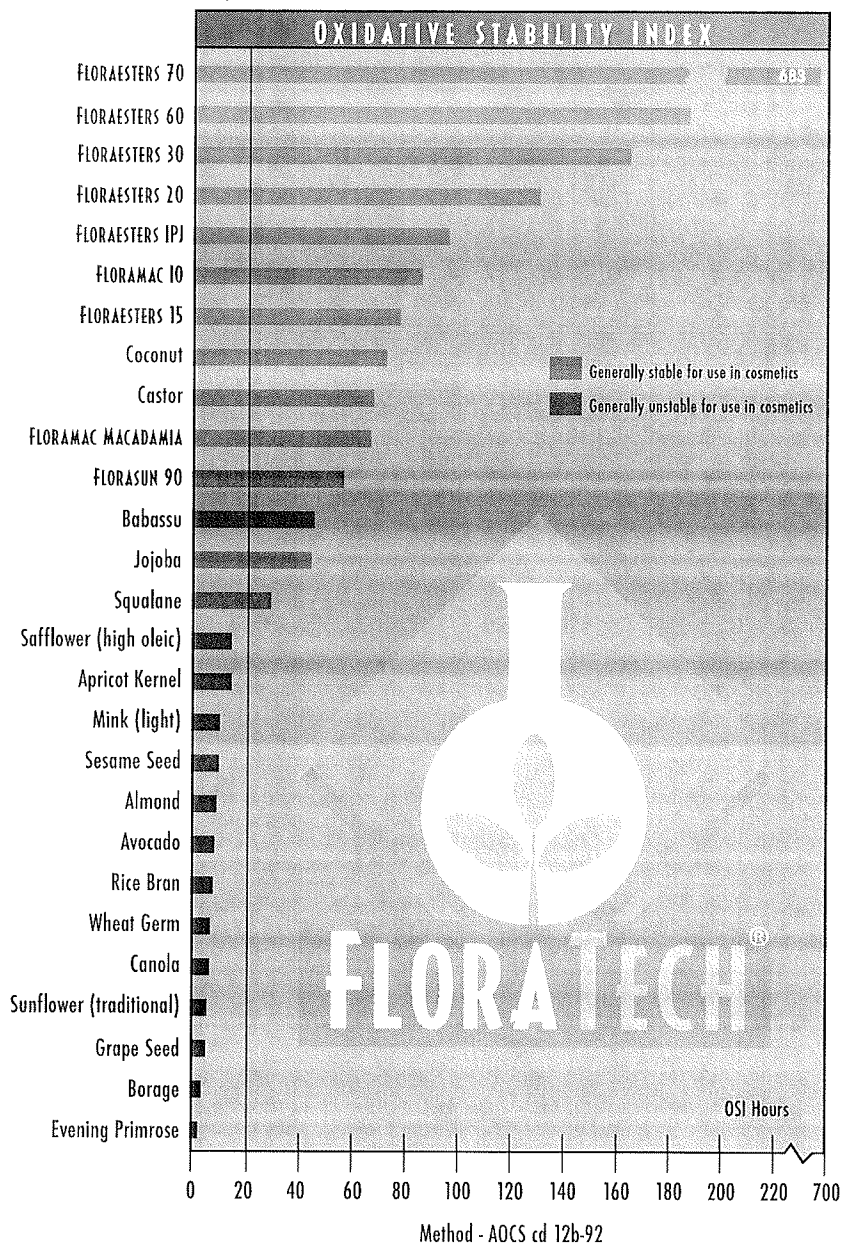
FLORAESTERS are among the most stable natural emollients. Graph 1 depicts that FLORAESTERS provide more oxidative stability than most other common emollients.

**FLORAESTERS** deliver superior emolliency in high-pigment formulations.

## FLORAESTERS are unique botanicals:

FLORAESTERS are 100% jojoba-derived. Jojoba's chemical structure is a straight-chain wax ester, not a triglyceride oil. This is unique in the vegetable kingdom. FLORAESTERS provide a wide variety of esters, some of which are not available from any other botanical source. This often gives the formulator unique properties to enhance formulations.

Graph 1



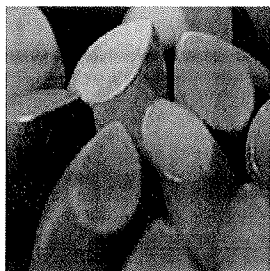
— stable — functional

## FLORAESTERS *are:*

- ▶ Multi-Functional
- ▶ Oil-Free
- ▶ Non-Comedogenic
- ▶ Non-Tacky
- ▶ Low in Color and Odor
- ▶ Hypo Allergenic
- ▶ Compatible with Many Silicones
- ▶ Multi-Consistency Product Family  
— from Liquid to Hard Wax
- ▶ Approved for Use in Japan

FLORAESTERS share broad compatibility with most cosmetic emollients, including many silicone derivatives — even cyclomethicone.

*(See Solubility Chart.)*

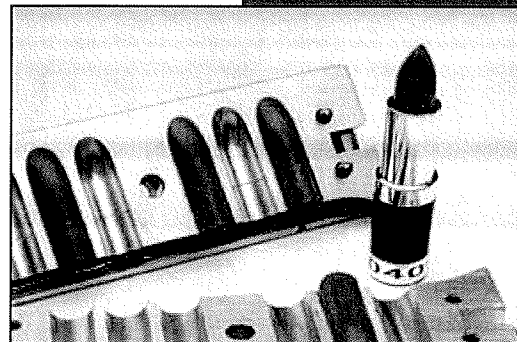


## FLORAESTERS *provide:*

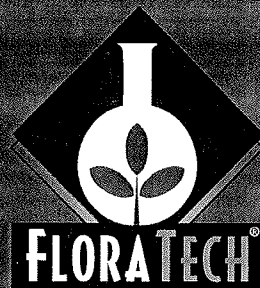
- ▶ Superior Emolliency
- ▶ Oxidative Stability
- ▶ Improved Stick Structure
- ▶ Improved Color Payout and Pigment Dispersion
- ▶ Superior Non-Greasy Skinfeel
- ▶ Botanical Alternative to Synthetic Waxes and Esters

## FLORAESTERS *are* functional:

- ▶ Liquid Foundation
- ▶ Oil-Free Skin Care
- ▶ Facial Masks
- ▶ Delicate Eye-Area Emollients
- ▶ Moisturizing Exfoliatives
- ▶ Pigment Binding in Pressed Powders
- ▶ Amelioration of UV-Induced Erythema
- ▶ Non-Drying, Longer-Wearing Lipsticks
- ▶ Low-Wax/High-Strength Lipsticks



**FLORAESTERS** are unique, botanically-derived blends of oil-free jojoba emollients providing luxurious skinfeel and value-adding functions.

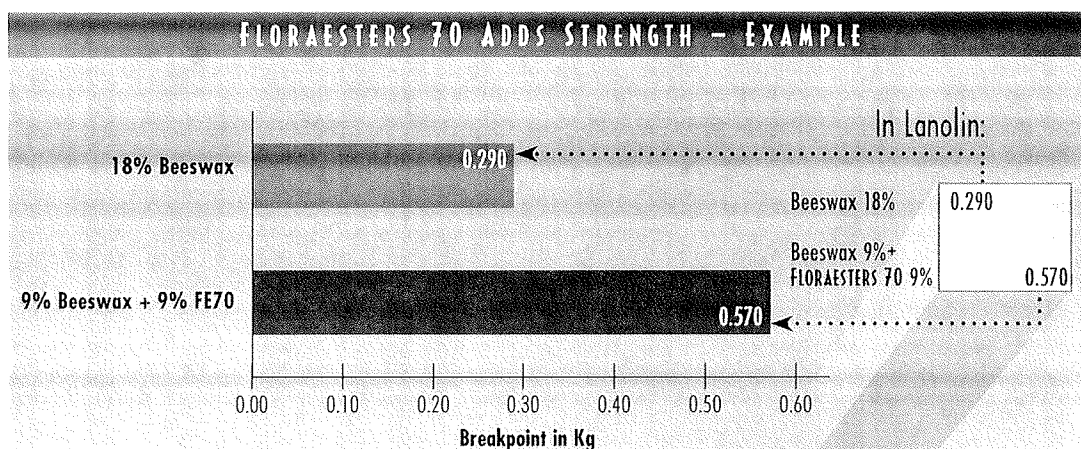




# SUBSTANTIA

## FLORAESTERS can increase lipstick strength without increasing wax content

Simply including FLORAESTERS 70 (FE70) in the wax matrix of your lipstick formulation may result in significant increase in stick strength. FLORATECH has determined the relative increase in stick strength in common emollient/wax systems.



**Explained Verbally:** 18% Beeswax and 82% Lanolin forms a stick which requires 0.29 Kg. of force to break.  
9% FLORAESTERS 70, 9% Beeswax, and 82% Lanolin form a stick which requires 0.57 Kg. of force to break.

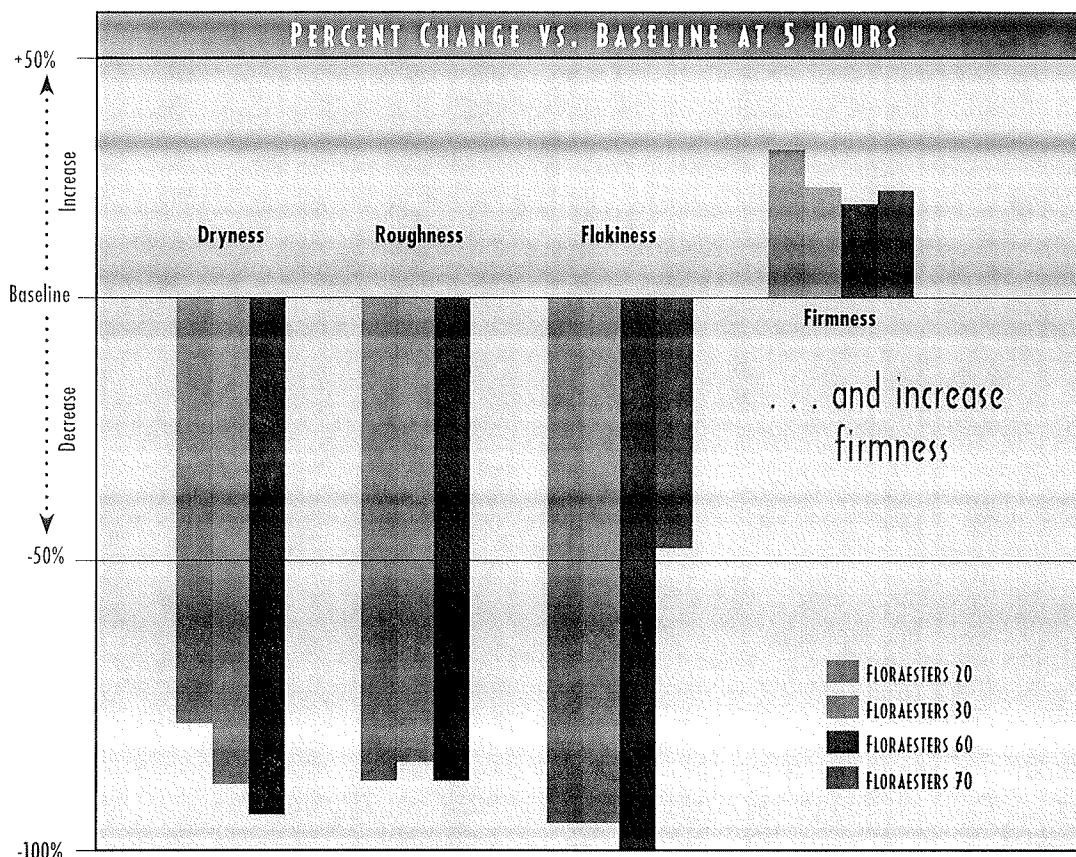
Base Formula: 82% Emollient, 18% wax FE70 Formula: 82% Emollient, 9% wax, 9% FE70

FLORAESTERS 70 ADDS STRENGTH - DATASHEET									
EMOLLIENT PHASE - 82%									
WAX PHASE - 18%	FLORAESTERS 15	FLORAESTERS (P)	Castor Oil	Lanolin	Oleyl Alcohol	Mineral Oil	Octyl dod.	Isopropyl Lanolate	Capric/Caprylic TG
18% Beeswax	0.140	N.S.	0.540	0.290	N.S.	N.S.	0.055	0.465	0.105
9% Beeswax + 9% FE70	0.420	0.340	1.005	0.570	0.430	0.310	0.465	1.315	0.515
18% Ozokerite	0.635	0.565	0.105	0.765	0.690	0.265	0.655	0.925	0.690
9% Ozokerite + 9% FE70	0.625	0.595	0.885	1.040	0.645	0.530	1.010	1.350	0.890
18% Candelilla	0.340	0.330	0.850	0.905	0.460	0.355	0.400	0.980	0.355
9% Candelilla + 9% FE70	0.575	0.845	0.630	1.305	0.765	0.525	0.480	1.410	0.955
18% Microcrystalline Wax	N.S.	N.S.	N.S.	N.S.	0.170	N.S.	N.S.	N.S.	0.155
9% Micro. Wax + 9% FE70	0.670	0.560	N.S.	0.660	0.605	0.270	0.415	1.145	0.685
FE70 (alone)	N.S.	N.S.	N.S.	N.S.	0.115	0.100	0.160	1.020	0.170

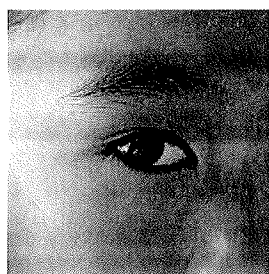
Stick strength determined by Cavalla Lipstick Breakage Meter (Chatillon Gauge) Units = Kg. N.S. = no stick formed

# TED CLAIMS

**FLORAESTERS** reduce dryness, roughness, flakiness . . .



International Research Services Inc., Port Chester, NY - Study no. 1210RHN0794



**FLORAESTERS** reduce peri-ocular fine line wrinkles

**"Conclusions:** Under the conditions of this study, quantitative evaluation of silicone replicas and visual evaluations of clinical photographs provide preliminary evidence that Test material B [FLORAESTERS 30] can ameliorate peri-ocular fine line wrinkles."

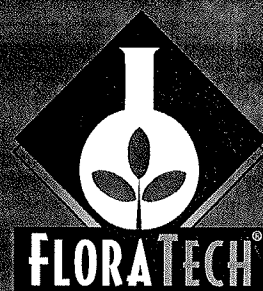
California Skin Research Institute Project # 97-079, Sec. 1.0

**FLORAESTERS** are oil-free

INCI Name = Jojoba Esters

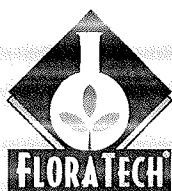
FLORAESTERS are true esters, not triglyceride oils. According to the CTFA Ingredient Handbook<sup>1</sup>, FLORAESTERS fall under the definition of a true ester<sup>2</sup> and do not fall under the definition of glyceryl ester, or fat & oil families.<sup>3</sup>

<sup>1</sup> CTFA International Cosmetic Ingredient Handbook, 3rd Ed. 1995; <sup>2</sup> IBID, p. 813; <sup>3</sup> IBID, p. 819





# SOLUBILITY



	FLORAESTERS 15	FLORAESTERS 20	FLORAESTERS 30	FLORAESTERS 60	FLORAESTERS 70	FLORAESTERS IPJ	K-20W JOJOBA	K-100 JOJOBA
Acetone	●	○	○	○	○	●	●	○
Butylene Glycol	○	○	○	○	○	○	○	○
Caprylic/Capric Triglyceride	●	●	●	●	●	●	○	○
Castor Oil	●	○	○	○	○	●	○	○
Cyclomethicone	●	●	●	●	●	●	○	○
Decyl Glucoside	○	○	○	○	○	○	●	○
Decyl Oleate	●	●	●	●	●	●	○	○
Dimethicone	○	○	○	○	○	○	○	○
Ethyl Acetate	●	○	○	○	○	●	○	○
Ethyl Alcohol	○	○	○	○	○	●	●	●
Isopropyl Jojobate	●	●	●	●	●	●	●	●
Glycerine	○	○	○	○	○	○	●	○
Isononyl Isononanoate	●	●	●	●	●	●	○	○
Isopropyl Alcohol	●	○	○	○	○	●	●	●
Isopropyl Myristate	●	●	●	●	●	●	○	○
Isopropyl Palmitate	●	●	●	●	●	●	○	○
Jojoba Oil	●	●	●	●	●	●	○	○
Lanolin Oil	●	●	●	○	●	●	○	○
Mineral Oil	●	●	●	●	●	●	○	○
Octyldodecyl Stearoyl Stearate	●	●	●	●	●	●	○	○
Oleyl Alcohol	●	●	●	●	●	●	○	●
Polysorbate 20	○	○	○	○	○	○	●	●
Polysorbate 80	○	○	○	○	○	●	○	●
PPG-15 Stearyl Ether	●	●	●	●	●	●	○	○
Propylene Glycol	○	○	○	○	○	○	●	●
Sodium Lauryl Sulfate, 30% solution	○	○	○	○	○	○	●	○
Sorbitol	○	○	○	○	○	○	○	○
Sunflower Oil	●	●	●	●	●	●	○	○
Water	○	○	○	○	○	○	●	○

Solubility defined as forming one phase at 1:1 at 25°C

● = Soluble, ● = Partially Soluble, ○ = Insoluble

# APPLICATIONS

APPLICATION TABLE

	FLORAESTERS 15	FLORAESTERS 20	FLORAESTERS 30	FLORAESTERS 60	FLORAESTERS 70	IPJ	K-20W 1010BA	K-100 1010BA
◆ Applicable								
◆◆ Applicable with unique properties								
<b>LIP CARE</b>								
Long-Wearing Lipsticks	◆◆ 1,2	◆	◆◆ 8	◆◆ 8	◆◆ 3	◆◆ 1		◆
Traditional Lipsticks	◆◆ 1,2	◆	◆	◆◆ 8	◆◆ 3	◆◆ 1		
Lip Balms & Lip Gloss	◆	◆	◆	◆	◆◆ 3	◆		
<b>SUN CARE</b>								
Sunscreens	◆	◆◆ 9	◆◆ 9	◆	◆	◆	◆	◆
Tanning Oils	◆					◆		
After Sun	◆	◆◆ 9	◆◆ 9	◆◆ 4	◆	◆	◆	◆
<b>COLOR COSMETICS</b>								
Mascara/Eyeline	◆	◆	◆	◆	◆	◆◆ 1	◆	◆
Cream Blush	◆◆ 8	◆◆ 8	◆◆ 8	◆	◆	◆		
Powder Blush	◆	◆	◆	◆	◆	◆◆ 1		
Face Powders	◆	◆	◆	◆	◆	◆◆ 1		
Cover Stick/Cream	◆	◆	◆	◆	◆	◆		
Eye Shadows	◆	◆	◆			◆◆ 1		
Foundations	◆◆ 8	◆◆ 8	◆◆ 8			◆◆ 1	◆	◆
<b>HAIR CARE</b>								
Colorants/Hair Dyes	◆◆ 5					◆◆ 6		
Hair Conditioner							◆◆ 10	◆
Shampoo							◆◆ 11	
Pomades	◆	◆	◆	◆	◆	◆		◆
<b>SKIN CARE</b>								
Hand Sanitizers						◆◆ 7	◆◆ 7, 12	◆◆ 7
Bath Oil	◆					◆		
Massage Oil	◆					◆		
Creams & Lotions	◆	◆◆ 9	◆◆ 9	◆	◆	◆	◆	◆
Toners/Fresheners						◆◆ 7	◆◆ 7	◆
Oil-Free Formulations	◆◆ 1	◆	◆	◆	◆	◆◆ 1	◆	◆

1 Pigment Wetting/Binding  
2 Slip/Gloss/Moisturizing  
3 Wax Matrix Synergy

4 Amelioration of UV-Induced Erythema (at 24 hours)  
5 Dust Suppression/Pigment Binding  
6 Fatty Alcohol Component

7 Soluble in Ethanol  
8 Emolliency in Highly-Pigmented Formulations  
9 Breaks at Skin Temperature

10 QUAT Booster  
11 Extra Cleansing  
12 Gel Neutralizer



# FLORATECH

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### Floraesters

Botanical Origin: *Simmondsia Chinensis*

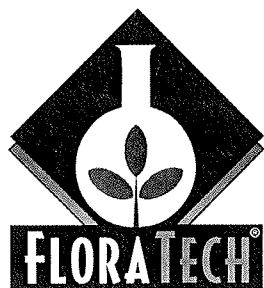
	INCI Name	CAS Nr.	EINECS Nr.	JCIC Nr.
FLORAESTERS 15	Jojoba Esters	61789-91-1	307-351-1	520987
FLORAESTERS 20	Jojoba Esters	61789-91-1	307-350-6	523184
FLORAESTERS 30	Jojoba Esters	61789-91-1	307-350-6	523184
FLORAESTERS 60	Jojoba Esters	61789-91-1	307-350-6	523184
FLORAESTERS 70	Jojoba Esters	61789-91-1	307-350-6	520591
FLORAESTERS IPJ	Isopropyl Jojobate (and) Jojoba Alcohol (and) Jojoba Esters	181314-46-5	292-963-0 and 268-107-7 and 307-351-1	MHW Approved
FLORAESTERS K-20W JOJOBA	Hydrolyzed Jojoba Esters (and) Water (Aqua)	85186-93-2 and 7732-18-5	286-079-4 and 231-791-2	507027 and 001370
FLORAESTERS K-100 JOJOBA	Hydrolyzed Jojoba Esters (and) Jojoba Esters (and) Water (Aqua)	85186-93-2 and 61789-91-1 and 7732-18-5	286-079-4 and 307-350-6 and 231-791-2	507027 and 520987 and 001370

	Melting Point °C AOCS Cc 18-80		Iodine Value AOCS Cd 1-25		Peroxide Value AOCS Cd 8-53	Appearance	Packaging	
	MIN	MAX	MIN	MAX	MAX		STANDARD KG	AVAILABLE KG
FLORAESTERS 15	10	15	78	85	4	clear, colorless liquid	180	16
FLORAESTERS 20	42	48	64	70	4	white creamy paste	16	
FLORAESTERS 30	47	51	57	61	4	white soft paste	16	
FLORAESTERS 60	56	60	40	44	4	white firm paste	16	
FLORAESTERS 70	66	70	—	2	2	white crystalline particles	100	10
FLORAESTERS IPJ	6	12	75	85	3	clear, pale yellow liquid	180	16

While the information provided here is  
believed to be reliable, we do not guarantee  
its accuracy. Customers are encouraged  
to conduct their own tests with materials  
described herein.

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### FLORATECH's Quality Policy:

FLORATECH will provide products and services to our customers and distributors that meet their requirements. We will demonstrate efforts to continually improve the quality of our products and services, the FLORATECH culture, customer satisfaction and our ability to offer innovative new products.



*James H. Brown*  
James H. Brown  
President